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BUSINESS LECTURE MEETINGS

1913-1914

FORT WAYNE, IND.

A WIDE AWAKE BODY OF BUSY BUSINESS MEN WHOSE INTENSE AND EARNEST DESIRE IS MORE LIGHT ON BUSINESS EFFICIENCY

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WINTER

1913-1914

FORT WAYNE ... PUBLIC LIBRARY

FOR MAKERS AND USERS OF CONCRETE

1913

Luncheon, October 17th

A. S. BOND

President, Packard Co.

Subject—"Business Organization"

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Luncheon, October 24th

FRED J. THIEME

Superintendent, Wayne Knitting Mills

Subject—"Production Department"

Luncheon, October 31st

W. C. DICKMEYER

Sales Manager, Perfection Biscuit Co.

Subject—"Sales Department"

1913

Luncheon, November 7th

H. BROOK SALE

Hoffman Bros. Lumber Co.

Subject—"The Accounting Department"

Luncheon, November 14th

JOHN WILDING

Treasurer, Fort Wayne Printing Co.

Subject—"Accounting Systems"

Luncheon, November 21st

H. J. BOWERFIND

Fort Wayne Drug Co.

Subject—"Selling Wholesale"

1913

Luncheon, November 28th

HARRY P. FLETCHER

Patterson-Fletcher Co.

Subject—"Selling Retail"

Luncheon, December 5th

D. A. COREY

Sales Manager, S. F. Bowser & Co.

Subject—"Specialty Selling"

Luncheon, December 12th

GEORGE H. VAN ARNAM

President, Van Arnam Manufacturing Co.

Subject—"Selection of Salesmen"

1914

Luncheon, January 9th

ARTHUR F. HALL

Vice-President and Manager, Lincoln National Life Insurance Co.

Subject—"Training Salesmen"

Luncheon, January 16th

B. PAUL MOSSMAN

Vice-President, Mossman, Yarnelle & Co.

Subject—"Development of Salesmen"

Luncheon, January 23rd

C. S. TUMBLESON

Secretary, Fort Wayne Correspondence School.

Subject—"Mail Order Selling"

1914

Luncheon, January 30th

W. E. DOUD

City & Suburban Building Co.

Subject—"Real Estate Sales"

Luncheon, February 6th

BRUCE W. ELLIOTT

Advertising Agency

Subject—"A Planned Advertising Campaign"

Luncheon, February 13th

LEE J. NINDE

President, Wildwood Builders.

Subject—"Cashing in on an Advertising Campaign"

1914

Luncheon, February 20th

C. R. LANE

Assistant Secretary, Trade Mark Title Co.

Subject—"Advertised Brands"

Luncheon, February 27th

JOHN M. LANDENBERGER

President, Indiana Road Machine Co.

Subject—"Business Letters"

Luncheon, March 6th

S. B. BECHTOL

Ass't General Manager, S. F. Bowser & Co.

Subject—"The Sales Manager"

1914

Luncheon, March 13th

W. A. HOBSON

Fort Wayne Oil & Supply Co.

Subject—"Credits"

EA874

Luncheon, March 20th

J. B. FRANKE

President, Perfection Biscuit Co.

Subject—"Collections"

Luncheon, March 27th

G. H. HEINE

Treasurer, Meyer Bros Co.

Subject—"The Buyer"

Luncheon, April 3rd

WM. H. SCHEIMAN

Vice-President, City & Suburban Building Co.

"Subject—"Office Management"

Luncheon, April 10th

WALTER R. SEAVEY

Seavey Hardware Co.

Subject—"Costs"

Luncheon, April 17th

C. J. SCHOO

Assistant Sales Manager, Fort Wayne Corrugated Paper Co.

Subject—"Relationship of Salesmen to House and Customer"

1914

Luncheon, April 24th

ROBERT KOERBER

Trenkley & Koerber, Jewelers.

Subject—"Review and General Discussion"

Officers

QUEST CLUB

1913-1914

PRESIDENT,—C. B. FITCH

VICE-PRESIDENT,—G. H. VANARNAM

TREASURER,—E. H. MERRITT

SECRETARY,—BRUCE ELLIOTT

Committees

MONTHLY EVENING MEETINGS

B. PAUL MOSSMAN, CHAIRMAN

WEEKLY LUNCHEON MEETINGS

E. H. MERRITT, CHAIRMAN

MEMBERSHIP COMMITTEE

FRED J. THIEME, CHAIRMAN

HOUSE COMMITTEE

ALBERT BOND, CHAIRMAN

LIBRARY COMMITTEE

D. A. COREY, CHAIRMAN